



January 5, 2024

TOTAL MLS VOLUME FOR THE MONTH OF DECEMBER, 2023

Net Closed Volume for the month of December 2023 was \$210,835,950. There were 664 listings processed, 535 closed sales. Compared to last month, Net Closed Volume is down \$17,638,144. Listings are down 409, sales are down 9. Compared to last year, Net Closed Volume is down \$40,733,691. Listings are up 117, sales are down 17. Mandatory sales volume was \$197,088,799. Non-Mandatory sales volume was \$15,527,550. Pending sales (figured on list price) were \$206,282,385. There were 511 pending sales processed.

MANDATORY* MLS PROPERTIES DECEMBER LEADERS

TOP TEN SALES

Beth Mulligan, Avalon 24 Real Estate	\$1,346,250	Abbey Parsons, Coldwell Banker Tomlinson	\$790,000
Rebecca Flaherty, John L. Scott Valley	899,000	BethAnn Long, RE/MAX of Spokane	754,659
Debra Rowe, Professional Realty Services	887,877	Desiree Renshaw, eXp Realty	741,495
Crystal Delaney, 4 Degrees Real Estate	870,750	Melinda Keberle, Professional Realty Services	732,000
Behrouz Hadi, Amplify Real Estate Services	800,000	Joseph Carrieres, Keller Williams Coeur d'Alene	712,500

TOP TEN LISTINGS SOLD

Carly Sweet, Engle & Volkers Western Frontier	\$1,380,000	Steve Schalock, Windermere Chewelah	\$953,150
Charlie Halstead, Berkshire Hathaway Jacklin	1,067,375	Shawn Lembcke, D.R. Horton America's Builder	907,516
Brandon Marchand, Keller Williams Spokane	1,064,750	BranDen Tipton, Century 21 Beutler & Assoc.	900,000
Abbey Parsons, Coldwell Banker Tomlinson	1,042,450	Kristi Green, Greenstone Real Estate	868,740
Kira Roberts, D.R. Horton America's Builder	907,516	Desiree Renshaw, eXp Realty	857,160

MOST SALES

Rebecca Flaherty, John L. Scott Valley	2
Beth Mulligan, Avalon 24 Real Estate	2

MOST LISTINGS SOLD

Ken Barcus, RE/MAX Select Assoc.	3
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YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Tracy Penna, Windermere North	\$10,226,433	Ryan Fowler, eXp Realty	\$6,782,864
Tanya Starkel, Keller Williams Spokane	8,041,054	Elizabeth Boykin, Keller Williams Spokane	6,426,564
Nichole Andreasen, 4 Degrees Real Estate	7,976,299	Lee Ferrari, Redfin	5,910,000
Rebecca Flaherty, John L. Scott Valley	7,787,675	Erik Dordal, Windermere City Group	5,868,931
Steve Wright, Redfin	7,518,602	Lisa Thome, John L. Scott, Inc.	5,724,650

TOP TEN LISTINGS SOLD YEAR TO DATE

Brad Boswell, RE/MAX of Spokane	\$15,501,904	Nichole Andreasen, 4 Degrees Real Estate	\$9,926,200
Brandon Marchand, Keller Williams Spokane	13,066,625	Jeremy Nichols, Greenstone Real Estate	9,324,855
Kristi Green, Greenstone Real Estate	11,726,097	Seth Maefsky, Keller Williams Coeur d'Alene	8,637,514
Kyleigh Carbon, D.R. Horton America's Builder	11,436,916	Tracy Penna, Windermere North	8,448,364
Charlie Halstead, Berkshire Hathaway Jacklin	10,918,495	Randy Wells, Windermere City Group	8,095,150



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NON- MANDATORY** MLS PROPERTIES DECEMBER LEADERS

TOP TEN SALES

John Beutler, Century 21 Beutler & Assoc	\$2,195,000	Sheryl Hoxie, Windermere Chewelah	\$122,500
Douglas Byrd, Byrd Real Estate Group	300,000	Joel Elgee, Avalon 24 Real Estate	112,500
Len Brandt, 4 Degrees Colville	212,500	Suzette Alfonso, Windermere North	110,000
Jo Zinnecker, Exit Real Estate North	152,500	Brynn Wilson, Kelly Right Real Estate	89,750
Taci VanLeuven, 4 Degrees Real Estate	137,500	Ripley Ramsey, Amplify Real Estate Services	87,500

TOP TEN LISTINGS SOLD

Bill Fanning, Century 21 Waterfront	\$2,195,000	Ryan Gustafson, Windermere Liberty Lake	\$225,000
Luke Brown, Keller Williams Coeur d'Alene	1,590,000	Len Brandt, 4 Degrees Colville	212,500
Lawrence Wilson, Extant Realty	950,000	Jo Zinnecker, Exit Real Estate North	152,500
Caylin Novell, Windermere Manito	349,500	Colton Vining, C-21 Kelly Davis	150,500
Gene Arger, G. Arger Company	300,000	Brenda Burk, Coldwell Banker Schneidmiller	137,500

YEAR TO DATE LEADERS

TOP TEN SALES YEAR TO DATE

Jordan Tampien, 4 Degrees Real Estate	\$15,880,000	Chris Canning, Coldwell Banker Tomlinson	\$3,175,000
Bill Fanning, Century 21 Waterfront	8,691,375	John Beutler, Century 21 Beutler & Assoc	2,261,500
Monique Thielman, Century 21 Waterfront	5,861,750	Tanya Beebe, John L. Scott Valley	1,628,625
Joe Dinnison, John L. Scott, Inc.	5,332,407	Luke Brown, Keller Williams Coeur d'Alene	1,564,450
Jeff Hornberger, The Hornberger Group	3,942,000	Khalil Beznaiguia, Windermere Manito	1,652,500

TOP TEN LISTINGS SOLD YEAR TO DATE

Jordan Tampien, 4 Degrees Real Estate	\$33,674,500	Brenda Burk, Coldwell Banker Schneidmiller	\$3,627,750
Joel Pearl, Joel Pearl Group	14,624,250	Dayna Chisum, Windermere Valley	3,250,000
Bill Fanning, Century 21 Waterfront	11,319,250	Chris Canning, Coldwell Banker Tomlinson	3,175,000
Luke Brown, Keller Williams Coeur d'Alene	8,243,450	Joel Elgee, Avalon 24 Real Estate	2,854,700
Aaron Farr, 4 Degrees Real Estate	4,175,000	Lisa Ciraulo, NextHome 365 Realty	1,871,730

* The mandatory reports will now include all Residential properties in the service area of the SAR/MLS (Spokane, Stevens, Pend Oreille, Lincoln and Whitman Counties); Rental Income with 1-4 units; Manufactured homes on real property and vacant lots/land.

** Non-Mandatory properties include Commercial, Rental Income 5 units or more, Manufactured home on leased lot and anything out of the service area.